

## MLP presents its annual report 2012

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- Operating EBIT increases by 46 percent to EUR 74.1 million – the highest figure since 2007
- Group net profit climbs to EUR 52.7 million (2011: EUR 11.5 million)
- Executive and Supervisory Boards propose a dividend of 32 cents per share

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**Wiesloch, 27th March 2013** – Following the publication of its business figures at the end of February, MLP today presented its financial statements for 2012. Under the heading “Stability through continuous development”, the annual report focuses on the further development of MLP in recent years into a broad-based consulting house - particularly through the build-up of occupational pension provision business and the expansion of its wealth management operations.

In the financial year 2012 MLP significantly benefited from this broad-based approach: Supported by a very balanced revenue mix, total revenue grew by 4 percent to EUR 568.0 million (2011: EUR 545.5 million). Earnings before interest and taxes (EBIT) rose to EUR 74.1 million (EUR 17.3 million). As one-off exceptional costs of EUR 33.4 million were incurred in the previous year, the increase in operating EBIT amounts to 46 percent (from EUR 50.7 million to EUR 74.1 million). The EBIT margin rose by around 40 percent to 13.0 percent (operating EBIT margin 2011: 9.3 percent) – the highest figure since 2007. Group net profit climbed to EUR 52.7 million (EUR 11.5 million).

In view of this successful business development, MLP is continuing its reliable dividend policy. In this respect, the Executive and Supervisory Boards are proposing a dividend of 32 cents per share, corresponding to a pay-out ratio of 65 percent. In the previous year MLP paid a dividend of 30 cents per share from the operating business and a further 30 cents based on surplus liquidity not required for the operating business. “Our dividend proposal shows that MLP is continuing to adopt a consistent and attractive dividend policy,” comments Chief Financial Officer, Reinhard Loose.

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Depending on the respective market development, MLP expects to achieve annual EBIT in a range between EUR 65 and 78 million in the coming three financial years.

The Annual General Meeting is scheduled for 6th June 2013 in Mannheim.

Overview of the key figures

Continuing operations (in EUR million)	Q4/2012	Q4/2011*	Change in %	12 months 2012	12 months 2011*	Change in %
Revenues	204.4	183.0	12	544.6	526.7	3
Revenues from commissions and fees	198.4	175.6	13	518.0	498.5	4
Interest income	6.0	7.3	-18	26.6	28.2	-6
Other revenue	8.4	6.0	40	23.5	18.8	25
<b>Total revenue</b>	<b>212.8</b>	<b>189.0</b>	<b>13</b>	<b>568.0</b>	<b>545.5</b>	<b>4</b>
<i>Operating EBIT (before one-off exceptional costs)</i>	47.4	32.0	48	74.1	50.7	46
<b>Earnings before interest and tax (EBIT)</b>	47.4	12.7	>100	74.1	17.3	>100
<b>Earnings before tax (EBT)</b>	47.7	13.1	>100	74.6	17.3	>100
<b>Net profit</b>	34.1	9.8	>100	52.7	11.2	>100
<b>Group net profit (including discontinued operations)</b>	34.1	9.5	>100	52.7	11.5	>100
<b>Earnings per in EUR</b>	0,32	0,09	>100	0,49	0,11	>100
<b>Clients</b>				816,200	807,600**	1
<b>Consultants</b>				2,081	2,099**	-1

\*) Previous year's figures adjusted

\*\* ) 30th September 2012

**About MLP:** MLP is Germany's leading independent consulting company. Supported by comprehensive research, the Group provides a holistic consulting approach that covers all economic and financial questions for private and corporate clients, as well as institutional investors. The key aspect of the consulting approach is the independence from insurance companies, banks and investment firms. The MLP Group manages total assets of more than EUR 21 billion and supports more than 815,000 private and 5,000 corporate clients or employers. The financial services and wealth management consulting company was founded in 1971 and holds a full banking licence.

The concept of the founders, which still remains the basis of the current business model, is to provide long-term consulting for academics and other discerning clients in the fields of old-age provision, wealth management, health insurance, insurance, loans and mortgages and banking. Private individuals with assets above € 5 million and institutional clients benefit from extensive wealth management and consulting services as well as receiving economic forecasts and ratings provided by the subsidiaries of the Feri Group. Supported by its subsidiary TPC, MLP also provides companies with independent consulting and conceptual services in all issues pertaining to occupational pension schemes and remuneration as well as asset and risk management.